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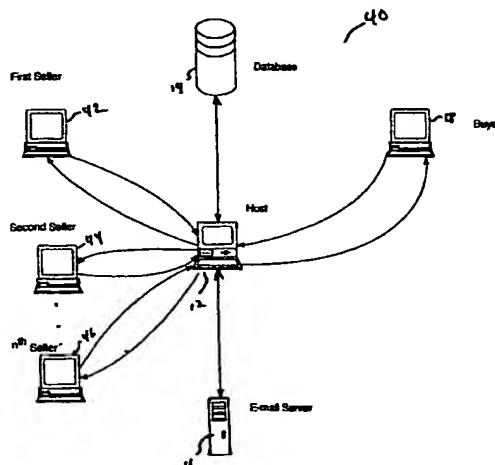
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(54) Title: **ON-LINE REVERSE AUCTION SYSTEM AND METHOD**



(57) Abstract: The present invention includes a system (10) for operating a reverse auction on a communications network. The system (10) includes a host server (12) that hosts a web site and electronically communicates with the network. The system (10) has an open back end that is accessible by multiple sellers. The system (10) displays offers to buy and enables sellers to post offer-responses in response to the offers to buy. The offers to buy and the offer-responses are published to the network to facilitate open competition between sellers. The system (10) includes features that preserve user anonymity, namely the provision of an email server (16) that anonymously forwards email between buyers and sellers. The system (10) also includes a negotiation room server (72) having on-line chat capability to enable anonymous posting of queries and query responses to the web site.

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*For two-letter codes and other abbreviations, refer to the "Guidance Notes on Codes and Abbreviations" appearing at the beginning of each regular issue of the PCT Gazette.*

1                               ON-LINE REVERSE AUCTION  
2                               SYSTEM  
3                               AND METHOD

4     Field:

5             The present invention pertains to on-line auctions, and more particularly, the present  
6     invention pertains to reverse auctions where buyers post offers to buy and sellers compete  
7     for the buyers' business.

8     Background:

9             Respond.com, Inc. operates an on-line reverse transaction system on the Internet.  
10    This system receives offers to buy items from buyers. The system forwards the offer to a  
11    pool of sellers. The sellers generate offer-responses and use the system to contact the buyer  
12    with the offer-responses. Contact between the sellers and a buyer is initially accomplished  
13    through the system. This reverse transaction format enables buyers to sift through the seller  
14    responses and choose the most appropriate seller.

15            One drawback of the Respond.com, Inc. system is that the back end of the system is  
16    closed. Sellers are normally not aware of what other sellers are presenting to the buyers.  
17    Competition between sellers is reduced. What is desired is a way of increasing competition  
18    between sellers to provide buyers with an optimal forum for buying goods and services.

19  
20                           SUMMARY OF THE INVENTION

21            The present invention includes a system for operating a reverse auction on a  
22    communications network. The system includes an open back end that displays offers and  
23    offer-responses to all users. The system also includes features that preserve buyer  
24    anonymity. These features include anonymous on-line chat and anonymous e-mail  
25    forwarding.

26            The system operates on a communications network accessible by buyers and  
27    sellers, such as the Internet. A host server communicates with communications network  
28    via a web site for posting offers to buy items and for posting offer-responses to the  
29    communications network. The host server includes a buyer interface accessible by  
30    buyers for receiving offers to buy items. The host server receives offers to buy items via  
31    the buyer interface and posts the offers to buy items to the network.

1 The host server includes a seller interface accessible by sellers. The seller  
2 interface receives offer-responses. The offer-responses are responsive to the offers to buy  
3 items. The host server posts the offer-responses to the network to enable competitive  
4 bidding between sellers.

5 The system includes a user database stored on the host server to store user contact  
6 information and an e-mail server. The user contact information includes a user e-mail  
7 address associated with each user.

8 The e-mail server communicates with the users, the host server and the user  
9 database. The e-mail server receives queries from buyers and anonymously forwards the  
10 queries to sellers. Query-responses from the sellers are received and forwarded to the  
11 buyer. The system preserves buyer anonymity by keeping buyer's contact information  
12 confidential.

13  
14 Brief Description of the Drawing:

15 FIG. 1 is a diagram of a system in accordance with the present invention.

16 FIG. 2 is a flow diagram showing a method employed by the system of FIG. 1.

17 FIG. 3 is a diagram of the system of FIG. 1 having multiple sellers.

18 FIG. 4 is a flow diagram of a reverse auction method employed by the system of  
19 FIG. 3.

20 FIG. 4(a) is a sample listing form for enabling a buyer to communicate an offer to  
21 buy.

22 FIG. 5 is a diagram of the system of FIG. 1 with a negotiation room server to  
23 facilitate chat between a buyer and a seller.

24 FIG. 6 is a flow diagram of a method of employing the system of FIG. 5.  
25

26 DETAILED DESCRIPTION

27 FIG. 1 shows a system in accordance with the present invention, generally  
28 designated with the reference numeral 10. The system 10 includes a host server, a  
29 database 14, an e-mail server 16, a buyer 18 and a seller 20. The system 10 may be  
30 employed to preserve buyer anonymity in online transactions such as reverse transactions,

1 online auctions and reverse online auctions.

2 The term "item" is understood to include goods and services. The term "buyer(s)"  
3 is defined as including prospective buyers. The term "seller(s)" is defined as including  
4 prospective sellers. Buyers 18 and sellers 20 deal in items.

5 The system 10 is particularly useful for reverse transactions and reverse auctions.  
6 A reverse transaction as defined herein is a transaction, which is initiated by a buyer in  
7 the form of an offer to buy an item. This offer to buy is directed to the general public, or  
8 to a predefined group of sellers.

9 For the purposes of the present invention, seller responses to the buyer's offer to  
10 buy are termed "offer-responses". Each offer and each offer-response is published to the  
11 general public, or to a predefined group such as a group of registered system 10 users.

12 A reverse auction is a reverse transaction where sellers are enabled to publicly  
13 respond to a buyer's offer to buy. According to reverse auction principals, posted offer-  
14 response typically includes a price term that is displayed publicly. The price term is  
15 normally modifiable by the seller 20. Since the offer-responses are posted, a seller 20  
16 may view other seller's offer-responses and formulate an offer-response, or modify an  
17 existing offer-response that is priced competitively with other seller's offer-responses.  
18 Reverse auctions facilitate competition between sellers 20 and thereby provide the buyer  
19 18 with favorable transaction opportunities.

20 The system 10 electronically communicates with the communications network 22.  
21 The communications network 22 enables access by numerous buyers 18 and sellers 20.  
22 Preferably, the communications network 22 is the Internet. According to an alternate  
23 aspect of the invention, the communications network 22 is a closed network such as an  
24 intranet. It can be appreciated that any communication network capable of  
25 communicating text, voice and/or images can be used in accordance with the present  
26 invention.

27 The host server 12 electronically communicates with the communications  
28 network. The host server 12 receives offers to buy from at least one buyer 18 and posts  
29 the offer to buy to the communications network. The host server 12 then receives at least  
30 one offer-response that is responsive to the buyer's 18 offer to buy. The host server 12

1 publicly posts the offers to buy and the offer-responses to the communications network to  
2 facilitate competitive bidding between sellers. Preferably the host server is a web-based  
3 server that posts a conventional web page for displaying the offers to buy, and the offer-  
4 responses.

5 The system 10 includes the database 14 stored on the host server 12 to store user  
6 ID's, pass codes and data associated with each user. The database 14 enables the host 12  
7 to verify user ID's and pass codes of buyers and sellers.  
8 User registration is a prerequisite to posting offers to buy and offer-responses on the host  
9 12. The host verifies user ID's and pass-codes, permitting only registered users to post  
10 offers and offer-responses.

11 The system 10 enables anonymous communication between users. The user ID's  
12 employed by the host 12 and stored on the database typically do not include user data.  
13 Anonymous communication is accomplished by using the user ID's for posting offers and  
14 offer-responses. It can be appreciated that while the system 10 operates to preserve user  
15 anonymity, a user may optionally waive anonymity by sharing his/her e-mail address or  
16 other contact information with other users. Accordingly, the user e-mail address, name  
17 and other contact information are confidentially stored on the host server 12 via the  
18 database 14 and are not shared by the host server 12.

19 E-mail communications between users are routed through the system 10 via the  
20 host server 12 and the e-mail server 16. According to one aspect of the invention, the e-  
21 mail server 16 communicates with the host server 16 and user database 14 for facilitating  
22 anonymous communication between a buyer 18 and a seller 20.

23 The e-mail server 16 accesses the database 14 to verify user ID's and to associate  
24 an e-mail address with each user ID. The e-mail server 16 routes e-mails between users  
25 using the user IDs. The e-mail server 16 has an e-mail address filter for removing e-mail  
26 addresses from routed e-mail correspondences. Accordingly, the e-mail server functions  
27 as an anonymous e-mail forwarder.

28 Anonymous e-mail forwarding prevents systematic disclosure of buyer contact  
29 information, including buyer e-mail address. Buyer anonymity is strongly desired to  
30 prevent overzealous sellers from spamming curious buyers. The concept of combining an

1 anonymous e-mail forwarder in combination with a system for selling items is one of the  
2 novel features of the present invention.

3 The hardware configuration of a host server and an e-mail server results in the  
4 host server receiving communications (e.g. e-mail) initiated by users viewing web pages  
5 page hosted by the host server. Such communications are verified and forwarded via the  
6 e-mail server as appropriate. It can be appreciated, however, that the hardware  
7 configuration can be combined into a single machine, or into multiple machines.

8 E-mail is defined broadly to include all electronic communications regardless of  
9 format. For example, e-mail can include sound attachments, video attachments, and even  
10 sound and video streams with compression. A user ID may be a digitally signed ID. The  
11 user's e-mail address is a generic term that is understood to include any electronic  
12 address.

13 A buyer does not always have sufficient information to accept or reject an offer-  
14 response. Accordingly, the present invention provides for two easy ways to anonymously  
15 enable the buyer to query the seller. One way is by anonymous e-mail. Another way is  
16 by anonymous chat.

17 Offers to buy and offer-responses are posted on the host with user ID's.  
18 According to one aspect of the invention, the e-mail server 16 is capable of receiving a  
19 query-response from the seller. Upon receipt of a query-response, the e-mail server 16  
20 accesses the database 14 to associate the query-response with a buyer 18 and then  
21 forwards the query-response to the associated buyer 18.

22 Preferably, the e-mail server 16 includes an offensive term filter to prevent the e-  
23 mail server 16 from forwarding e-mail with offensive terms. The host server 12 includes  
24 an offensive term filter to prevent the host server 12 from posting offensive terms in the  
25 offers to buy and the offer-responses.

26 FIG. 2 shows the method 24 employed by the system of FIG. 1. The method 24  
27 includes the step 26 of posting an offer to buy on the host server, the step 28 of accessing  
28 the offer to buy, the step 30 of posting an offer-response on the host, the step 32 of  
29 anonymously querying the seller for information pertaining to the offer-response, the step  
30 34 of receiving a query-response and the step 36 of forwarding the query-response to a

1 buyer.

2 In the step 28, a seller 20 accesses the offer to buy and evaluates his ability to  
3 satisfy the buyer 18. In the step 30, the seller 20 posts an offer-response corresponding to  
4 the offer to buy on the host server. In the step 32, the buyer anonymously queries the  
5 seller for information pertaining to the seller's offer-response. The query is typically via  
6 e-mail. The seller responds to the query in the form a query-response addressed to the  
7 buyer's user ID. In step 34, the server receives the query response from the seller. The e-  
8 mail server identifies the buyer user ID from the query response. The e-mail server  
9 associates the user ID with a buyer e-mail address. In step 36, the e-mail server forwards  
10 the query-response to the buyer, or provides notification to the buyer that the query-  
11 response has been received.

12 It can be appreciated that although e-mail is preferred, when e-mail is not  
13 available snail mail, fax, or other means may be employed to communicate the query  
14 response to the buyer.

15 FIG. 3 shows a system with multiple sellers for a reverse auction. The 40  
16 includes a first seller 42, a second seller 44 and an  $n^{\text{th}}$  seller 46. The first seller 42, the  
17 second seller 44 and the  $n^{\text{th}}$  seller 46 each respond an offer to buy initiated by the buyer  
18 18. Accordingly, when the buyer posts an offer to buy to the communications network  
19 via the host server 12, the server 12 enables sellers to view the offer to buy. The host  
20 server 12 enables the sellers 42, 44 and to post offer-responses to the server 12, where the  
21 posted offer-responses are posted to the network.

22 According to one aspect of the invention, the host server 12 limits each seller to  
23 one offer-response. According to another aspect of the invention, the host 12 permits a  
24 seller to post multiple offer-responses. Multiple offer-responses by the same seller is  
25 desirable when, for example, the seller is a car dealer and has many cars that fall within  
26 the scope of the buyer's offer to buy.

27 The offer-responses posted by the sellers 42, 44 and 46 to the network via the host  
28 server 12 are viewable by each of the multiple sellers 42, 44 and 46, the buyer 18 and by  
29 other network users.

30 Offer-responses are modifiable. Modifying offer-responses enables sellers to



1 increase quantities and decrease prices. Preferably, the server 12 disables the seller's  
2 ability to decrease quantity and increase price. This aspect of the invention better assures  
3 that prices decline during the reverse auctions. The host server 12 is optimized to  
4 virtually instantaneously post offer and offer-response modifications to the network.  
5 Instantaneously posting offer-response facilitates competition between sellers. According  
6 to one aspect of the invention, sellers 42, 44 and 46 are automatically notified when any  
7 offer-response is added or modified so that a reverse auction rapidly evolves.

8 FIG. 4 shows a method 50 employed by the system of FIG. 3. The method  
9 includes the steps of method 24 (FIG. 2) and the step 52 of deciding whether a response is  
10 satisfactory and the step 54 of modifying the offer response. The step 56 includes the  
11 buyer accessing the multiple offer-responses 30.

12 In step 58 the seller blindly responds to the buyer's query with a query-response  
13 and the buyer receives the seller's query-response (step 34 of FIG. 2). The buyer  
14 evaluates the offer-responses and the query responses to complete the step 60 of  
15 consummating a transaction with one or more of the sellers.

16 A buyer posts an offer to buy on the host server in step 26. This offer to buy is  
17 posted on a web page and is accessed by three sellers in steps 28a, 28b and 28c. Each  
18 seller posts an offer-response to the network via the server hosted web page in steps 30a,  
19 30b, and 30c. Each seller checks the web page to view competing offers and determines  
20 if his offer-response is satisfactory in steps 52a, 52b and 52c. If the seller's offer-  
21 response is unsatisfactory, e.g. does not result in consummation of a transaction, then  
22 seller may choose to modify his/her offer-response 54a, 54b, and 54c. The buyer  
23 accesses the multiple offer-responses, step 56. In step 60, the buyer consummates a  
24 transaction with one or more of the sellers in step 60. Alternatively, in steps 32a and 32b,  
25 the buyer may anonymously query any of the sellers.

26 There are instances where the buyer may not have enough information to decide  
27 whether or not to consummate a transaction, step 60. Accordingly, the buyer  
28 anonymously queries the first and second seller 32a and 32b. Each seller blindly (i.e.  
29 without knowing the buyer email address or contact information) responds to the buyer's

1 query 58a and 58b. The seller responses are communicated via e-mail according to one  
2 aspect of the invention.

3 According to an alternate aspect of the invention, the buyer's queries and the  
4 seller's responses are posted to the network via the host server web page.

5 Whether the queries, and responses are delivered via the web page, or e-mail, the  
6 buyer will ideally have sufficient information to consummate a transaction, step 60. A  
7 transaction may be consummated with any one, or more, of the sellers. Optionally, the  
8 buyer may opt out of any further communication with the sellers. It can be appreciated  
9 that the buyer remains anonymous to each of the sellers, unless the buyer decides to  
10 consummate a transaction, step 60. In step 60, the seller typically needs buyer payment  
11 information and shipping address.

12 FIG. 4(a) shows the buyer offer interface posted by the host server. The buyer  
13 offer interface includes a listing form 61 for posting offers to buy on the host server. The  
14 listing form includes a pricing criteria toggle 62 having at least three offer pricing criteria  
15 options, including a first option 64 for accepting all offers; a second option 66 for  
16 allowing all offers below a certain value; and a third option 68 for allowing only the  
17 lowest offer. The toggle 62 enables a buyer to instruct the host server to selectively filter  
18 offer-responses based on desired pricing criteria. When the host receives offer-responses  
19 that meet the price criteria from the listing form 61, the host server posts the filtered  
20 offer-responses to the network.

21 FIG. 5 shows a system 70 including the host server 12, the database 14, the e-mail  
22 server 16, the buyer 18, the seller 20 and a negotiation room server 70. The negotiation  
23 room server 70 is in communication with the host server 12 for enabling anonymous on-  
24 line chat between the buyer 18 and the seller 20.

25 Preferably the host server 12 posts a web page interface with a negotiation room  
26 toggle. The buyer actuates the toggle to cause the e-mail server to dispatch an instant  
27 notification to the seller to indicate that a chat is requested. The negotiation room server  
28 simultaneously displays a negotiation interface that is simultaneously accessible by the  
29 buyer 18 and the seller 20. The negotiation interface enables buyers to anonymously post  
30 queries relating to a particular auctioned items and enables sellers to post query-

1 responses.

2 If the seller 20 does not respond, the e-mail server sends an e-mail notification to  
3 the buyer 18 indicating that an appointment to chat should be set. The buyer 18  
4 dispatches an anonymous appointment invitation via the negotiation room server 72 and  
5 the e-mail server 16 to the seller 20 to make an appointment to chat. The appointment  
6 invitation specifies a suggested appointment time.

7 Preferably, the negotiation room interface is simultaneously accessible by a single  
8 buyer and a single seller for real-time communications. The negotiation room server 72  
9 has an identity filter so that the buyer's identity remains anonymous when the buyer 18  
10 uses the negotiation room interface.

11 The negotiation room server 72 includes an offensive term filter to prevent the  
12 negotiation room interface from posting offensive terms. The offensive term filter  
13 operates in real time to monitor and filter chat between a buyer and seller. This filter  
14 identifies and eliminates offensive terms used during the chat and drops (prevents further  
15 use by) buyers and sellers that use offensive terms.

#### 16 In Operation

17 The system of the present invention operates a reverse auction having an open  
18 back end that reveals buyer offers, and seller offer-responses. Revealing the seller offer-  
19 responses to other sellers facilitates competition between sellers. No other on-line  
20 system permits reverse auctions with an open back end. The system also preserves buyer  
21 anonymity until a transaction is consummated.

22 The system includes a host server having a web-based interface in communication  
23 with the communications network. The host server receives and posts offers to buy from  
24 buyers and offer-responses from sellers via the web-based interface. Each offer-response  
25 is responsive to an offer to buy.

26 The host server posts the offers to buy and the offer-responses to the  
27 communications network. A user database stored on the host server stores user ID's and  
28 user contact information.

29 The user contact information typically includes an e-mail address. An anonymous  
30 e-mail server communicates with the host server and the user database. The e-mail server

1 receives queries form buyers and query-responses from sellers. The e-mail server  
2 includes an e-mail address filter. E-mails form buyers typically include the buyer's e-  
3 mail address. Upon receipt of an e-mail query from the buyer, the e-mail server filters  
4 any e-mail address information form the query before forwarding the query to the seller.

5 The host server is simultaneously accessible by multiple sellers to enable multiple  
6 sellers to post multiple offer-responses and to enable multiple sellers to simultaneously  
7 review the multiple offer-responses. The host server enables modification of each offer-  
8 response to encourage sellers to bid down against each other. The host server is  
9 optimized to virtually instantaneously post the modifications, thus creating a real time  
10 reverse auction between buyers and sellers.

11 While the foregoing detailed description has described various embodiments of  
12 the invention it is to be understood that the above description is illustrative only and not  
13 limiting of the disclosed invention. Multiple systems can screen communications in  
14 accordance with the present invention. Host servers can function both as e-mail servers  
15 and chat servers. Accordingly, the present invention is not limited to a multi-machine  
16 system. The present invention can be implemented with a single host machine that  
17 provides multiple functions. Accordingly, the invention is to be limited only by the  
18 appended claims.

19

1  
2 CLAIMS

3 What is claimed is:

4 1. A system for operating a reverse auction on a communications network,  
5 comprising:

6 a communications network accessible by buyers and sellers;

7 a host server in electronic communication with the communications network;

8 the host server hosts a web site for posting offers to buy items and for posting  
9 offer-responses to the communications network;

10 the host server receives offers to buy and posts the offers to buy items to the  
11 network;

12 the host server receives offer-responses that are responsive to the offers to buy  
13 items, the host server posts the offer-responses to the communications network,

14 whereby, the posted offers and posted offer-responses are viewable by network  
15 users to facilitate competition.  
16

17 2. A system for operating a reverse auction as set forth in claim 1 further  
18 comprising a user database stored on the host server to store user contact information, the  
19 user contact information including a user e-mail address associated with each user; and

20 an e-mail server in electronic communication with the host server and user  
21 database, the e-mail server being capable of receiving a query from a buyer and  
22 anonymously forwarding the query to a seller, and for receiving a query-response from  
23 the seller and for forwarding the query-response to the buyer.  
24

25 3. A system for operating a reverse auction as set forth in claim 1 further  
26 comprising a negotiation room server in communication with the host server for enabling  
27 anonymous on-line chat between the buyer and the seller.  
28

29 4. A system for operating a reverse auction as set forth in claim 1, wherein the  
30 communications network is the Internet.

1

2 5. A system for operating a reverse auction as set forth in claim 1, wherein the server  
3 enables modification of offer-responses to facilitate price competition between sellers.

4

5 6. A system for preserving user anonymity during on-line transactions, comprising:  
6 a communications network accessible by buyers and sellers;  
7 a host server in electronic communication with the communications network, the  
8 host server receives and posts offers to buy from buyers and offer-responses from sellers,  
9 each offer-response being responsive to an offer to buy, the host server posts the offers to  
10 buy and offer-responses to the communications network;

11 a user database stored on the host server to store user contact information, the user  
12 contact information including a user e-mail address associated with each user; and

13 an e-mail server in electronic communication with the host server and user  
14 database, the e-mail server being capable of receiving a query from a buyer and  
15 anonymously forwarding the query to a seller, the e-mail server being capable of  
16 receiving a query-response from the seller and for forwarding the query-response to the  
17 buyer.

18

19 7. A system as set forth in claim 6, wherein the e-mail server includes an e-  
20 mail address filter for filtering buyer e-mail addresses to preserve buyer anonymity.

21

22 8. A system as set forth in claim 6, wherein the host server posts offer-  
23 responses to the network and enables access to the posted offer-responses by all users to  
24 facilitate competition between sellers.

25

26 9. A system for operating a reverse auction as set forth in claim 6 further  
27 comprising a negotiation room server in communication with the host server for enabling  
28 anonymous on-line chat between the buyer and the seller.

29

30

1           10.    A method for operating a reverse auction on a communications network,  
2    comprising:  
3           posting an offer to buy to a communications network from at least one buyer;  
4           posting offer-responses to the communications network from at least one seller,  
5    the offer-responses being responsive to the offer to buy; and  
6           consummating a transaction.

7  
8           11.    A method as set forth in claim 10 further comprising enabling the buyer to  
9    anonymously query one of the sellers for information pertaining to one of the offer-  
10   responses.

11  
12           12.    A method as set forth in claim 11 further comprising enabling the buyer to  
13   anonymously query one of the sellers via e-mail for information pertaining to one of the  
14   offer-responses.

15  
16           13.    A method as set forth in claim 11 further comprising enabling the buyer to  
17   anonymously query one of the sellers via on-line chat for information pertaining to one of  
18   the offer-responses.

19  
20           14.    A method as set forth in claim 10 further comprising modifying an offer-  
21   response to enable competitive bidding between posted offer-responses.

22  
23           15.    A method as set forth in claim 10 further comprising dispatching a  
24   notification when an offer-response is received.

25  
26           16.    A method as set forth in claim 14 further comprising dispatching a  
27   notification when an offer-response is modified.

28  
29           17.    A method as set forth in claim 10 further comprising dispatching an e-mail  
30   notification when an offer-response is received.

1

2           18.    A method as set forth in claim 10 further comprising communicating an  
3 invitation to chat to a seller in response to a particular posted response.

4

5           19.    A method as set forth in claim 10 further comprising initiating chat on a  
6 negotiation room server.

7

8           20.    A method as set forth in claim 10 further comprising consummating a  
9 transaction.

10

11



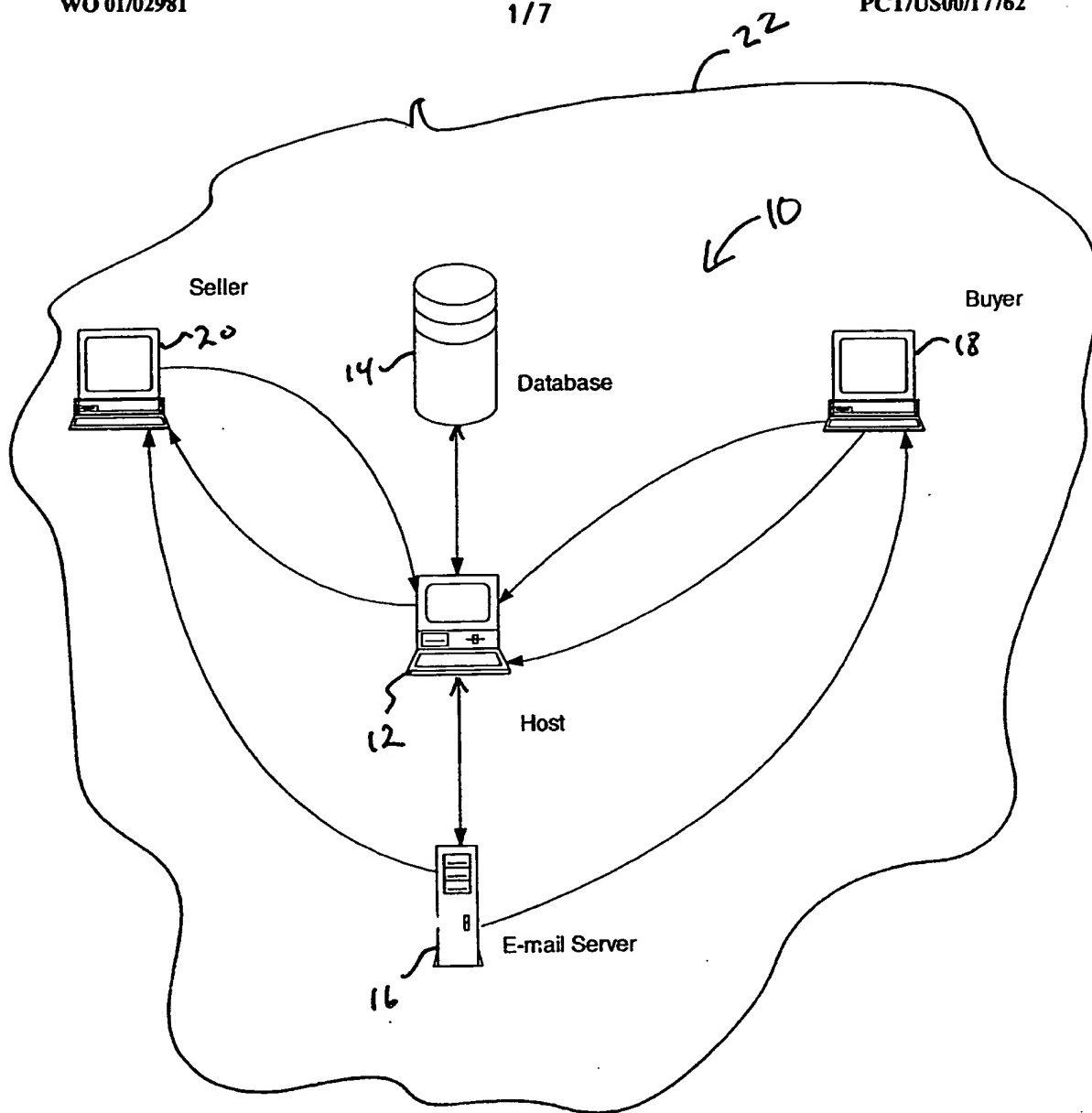


FIG. 1

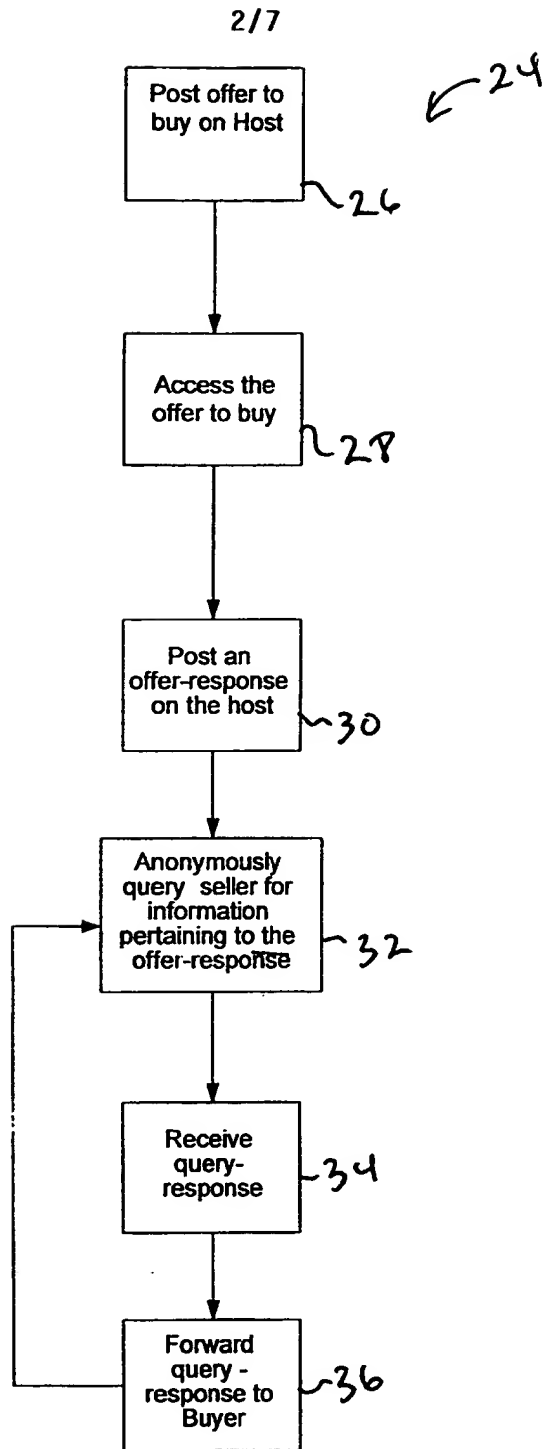


FIG. 2

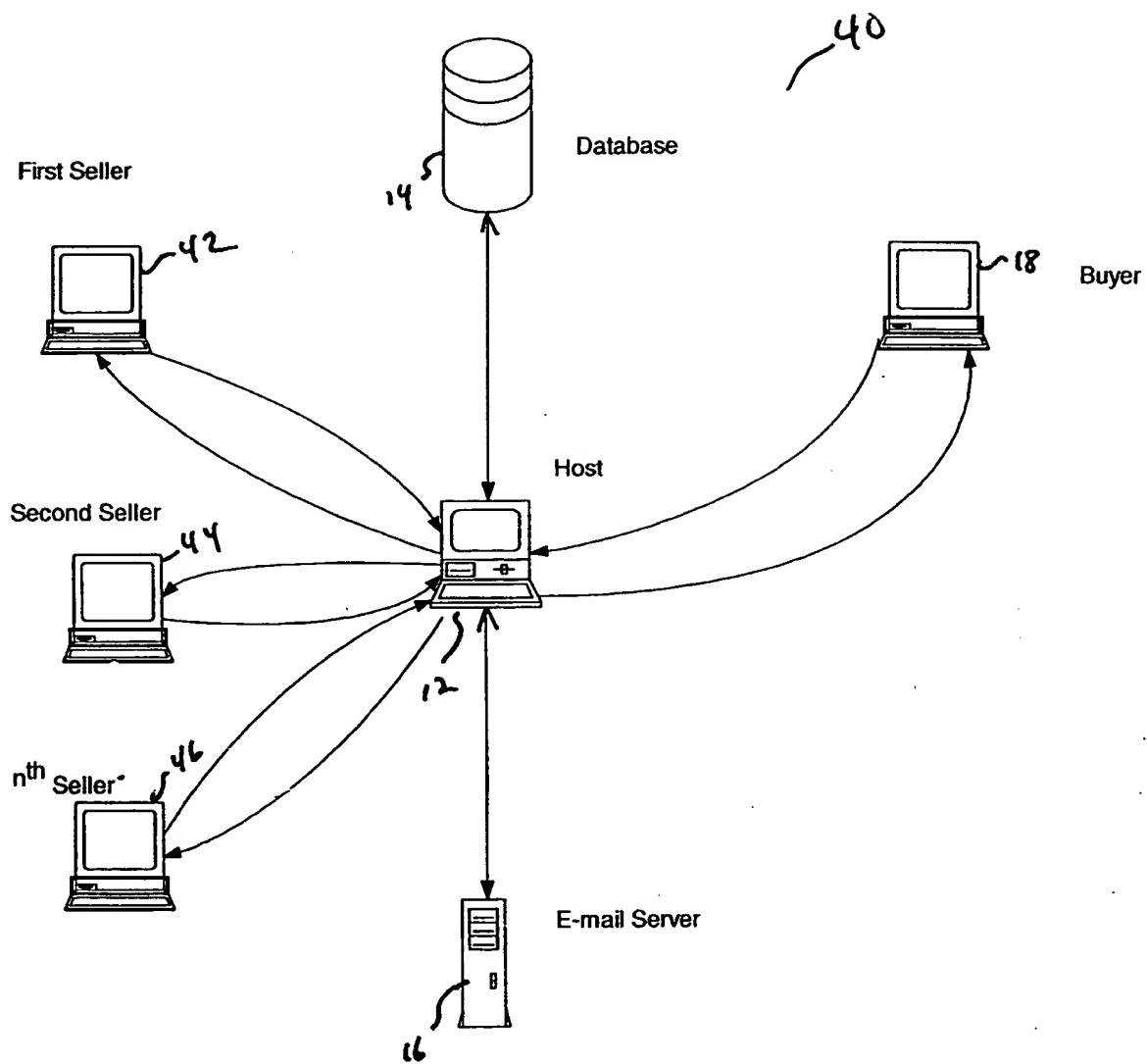
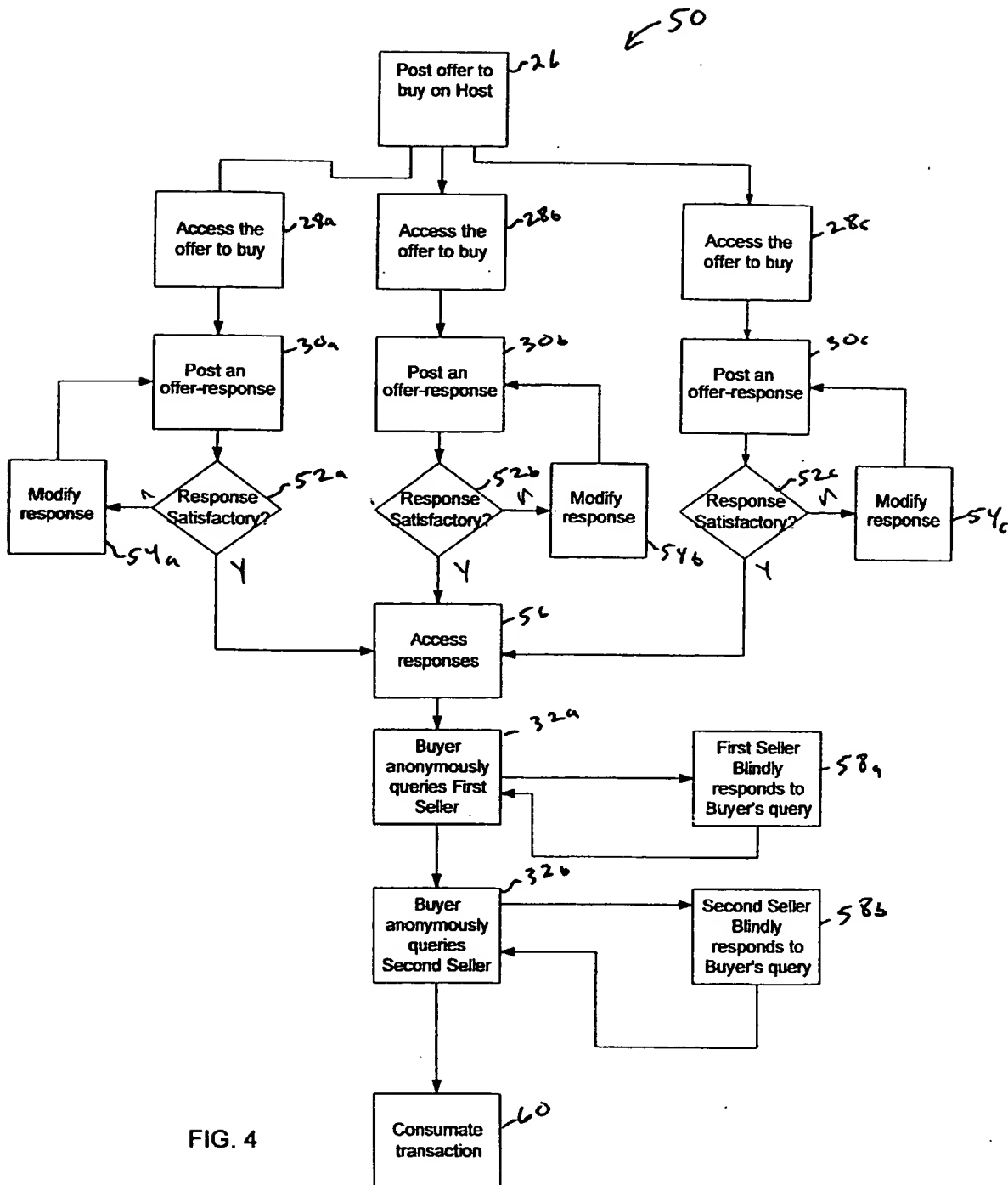


FIG. 3



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## Listing Form *continued.....*

Category: Air Craft:Aircraft:Propeller Engines

|   |  |   |
|---|--|---|
| Offer Options   | <input type="radio"/> All offers<br><input checked="" type="radio"/> All Offers Below Amount Limit of \$ <input type="text" value="10,000"/><br><input type="radio"/> Lowest Offer Below Amount Limit of \$ <input type="text"/>   |   |
|   | <input type="checkbox"/> Visa<br><input type="checkbox"/> American Express<br><input type="checkbox"/> Cashier Check<br><input type="checkbox"/> Personal Check<br><input type="checkbox"/> I-Escrow<br><input type="checkbox"/> Cash<br><input checked="" type="checkbox"/> Financing | <input type="checkbox"/> MC<br><input type="checkbox"/> Discover<br><input type="checkbox"/> Wire Transfer<br><input type="checkbox"/> Prepay<br><input type="checkbox"/> COD<br><input type="checkbox"/> Other<br><input type="text"/> |
|   | <input type="text"/> Unit (s)  |   |
| Who is the seller?  | <input type="radio"/> Private Party <input type="radio"/> Dealer Only <input checked="" type="radio"/> Both  |   |
| What condition?   | <input type="radio"/> Brand New <input type="radio"/> New/Open Box <input checked="" type="radio"/> Used/Second Hand <input type="radio"/> Does not matter   |   |
| When to ship?   | Immediately After closing of Offers <input type="button" value="v"/>   |   |
| Shipping Method   | <input type="checkbox"/> UPS   | <input type="checkbox"/> FedEx  |
|   | <input type="checkbox"/> US Postal   | <input type="checkbox"/> DHL  |
|   | <input type="checkbox"/> Freight Forwarding  | <input checked="" type="checkbox"/> Personal Pickup   |
|   | <input checked="" type="checkbox"/> Others / See Description   |   |
| Listing Image   | <input type="radio"/> URL <input checked="" type="radio"/> Upload  | <input type="text"/>  |
|   | <input type="radio"/> URL <input checked="" type="radio"/> Upload  | <input type="text"/>  |
|   | <input type="radio"/> URL <input checked="" type="radio"/> Upload  | <input type="text"/>  |
| I would like a 70's vintage aircraft, single engine, two seats.                                 | <input type="text"/>   |   |
| <div> <input type="button" value="Last Step"/> <input type="button" value="Clear Form"/> </div> |  |   |

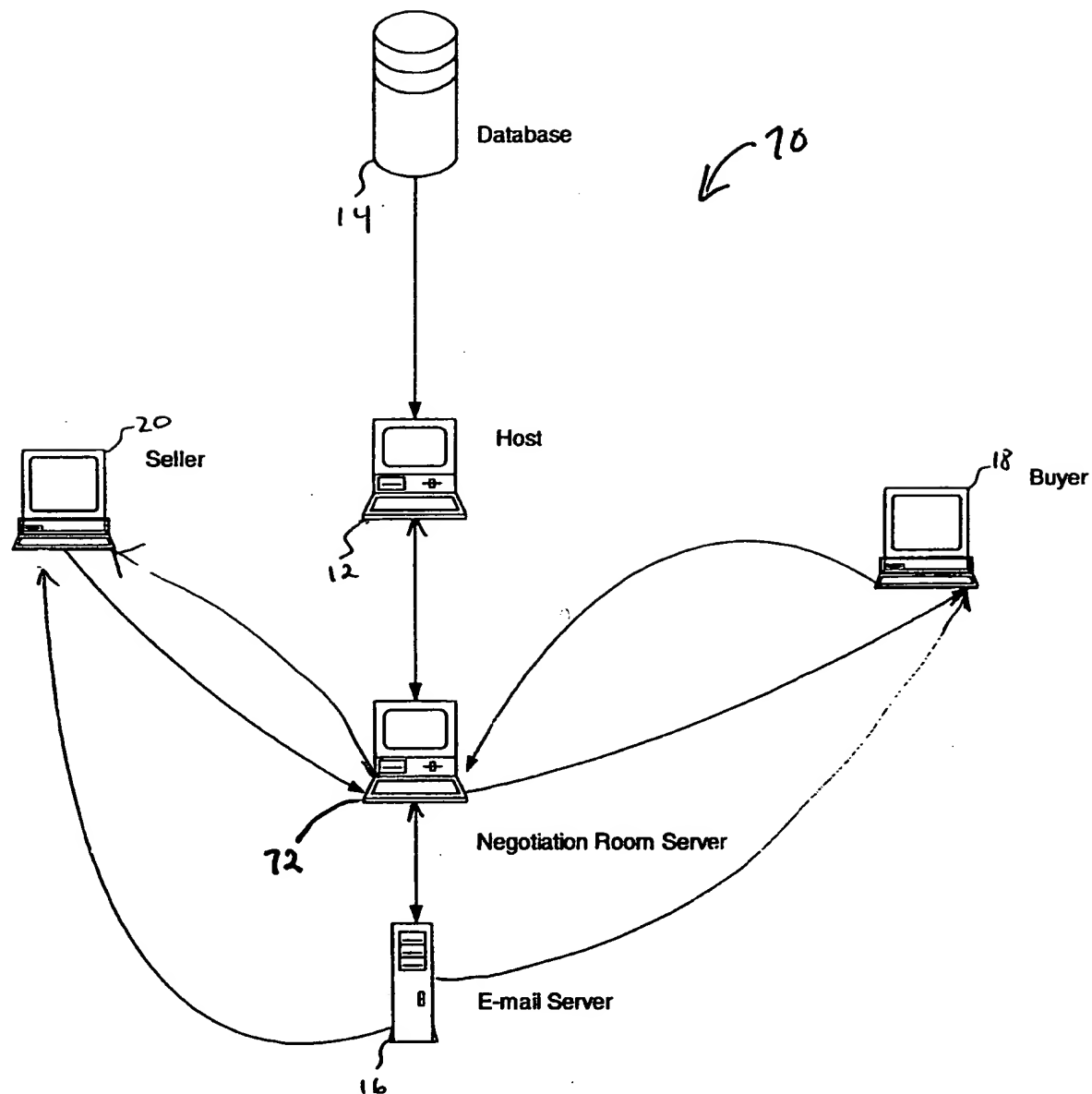


FIG. 5

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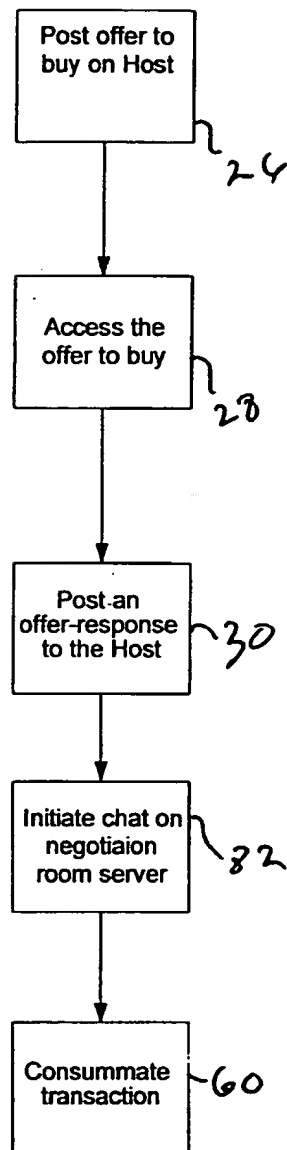


FIG. 6